

## Moving Forward to 2003

The Industry Council has established an ambitious agenda of issues for year 2003. They include:

- (1) Suggestions for development of a competitive positioning statement for the SAC and MSC Schedules specifically and for the GSA Schedules Program in general. By clearly identifying a brand position for the GSA Schedules, all vendors on the schedule benefit by having a clear platform to encourage contracting officers to place tasks orders through the Schedules, versus using the wide variety of other acquisition channels available.
- (2) Proposing approaches for further leveraging and enhancing relationships with the Defense Acquisition University and the Federal Acquisition Institute to include GSA Schedules' based curriculum, education and training.
- (3) Proposing a comprehensive GSA "Services" Schedules training strategy that would include: guidelines for implementing the intent of Section 803 of the 2002 Defense Authorization Act; leveraging and building upon existing training resources and promoting consistent application across the Federal acquisition system.
- (4) Providing customer and Industry perspectives and feedback with suggestions for enhancing the newly implemented GSA e-Buy program.

## Come Join Us

If you are interested in becoming a member of the **SAC/MSC Industry Government Council** or participating in the Council's various committees and projects, please contact Jeff Manthos at: (703) 305-6085 or [jeffrey.manthos@gsa.gov](mailto:jeffrey.manthos@gsa.gov)

Additional information is available on the Council's website at: [www.fss.gsa.gov/services/igc](http://www.fss.gsa.gov/services/igc)

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# Services Acquisition Center and Management Services Center Industry Government Council

EXECUTIVE SUMMARY

# 2002

*partnerships*



*cooperation*



*teamwork*





## Services Acquisition Center Director's Introduction

*The foundation for success of the Services Acquisition Center Industry-Government Council was laid in 2001. The Council's membership has been willing to set aside individual company and agency agendas and work together to the greater good of the Center and the FSS Schedules program. As you will see in the following pages its potential was realized in 2002 with many successful ventures. These achievements led to the establishment of a new collaboration with the Management Services Center, which will help us extend the results of our hard work.*

*The Council will continue to confront difficult topics in 2003 and beyond, and together we will expand the success of the Schedules program for customer agencies in meeting core needs and corporate partners in helping agencies meet those needs efficiently and effectively. It is this successful partnership of GSA, customer agencies, and contractors that was envisioned in the Council's charter and is realized daily by all parties. We at GSA are excited to be a part of this group.*

Sue McIver  
Director, Services Acquisition Center  
GSA Federal Supply Service

## Industry Government Council Chairman's Introduction

*GSA's Federal Supply Service programs are among the most successful examples of Government-wide acquisition reform in operation today. The phenomenal growth of business through those vehicles speaks volumes about that success.*

*GSA schedules, for example, have grown from \$4 Billion/year in 1994 to over \$20 Billion/year in 2002 with projections for similar continued growth in the future – and more than half of that growth has been occurring in services.*

*Just as important as the growth in sales through Schedules Programs, however, is the growth of real partnerships between GSA, its Industry Partners and its Government end-user customers.*

*As a consequence of the GSA Schedules Programs, we are seeing an evolution toward "Government contracting at the speed of need". Industry and end user customers are participating in this evolution by working with GSA to help identify and incorporate commercial best*

*practices into the way Government obtains what it needs to accomplish its mission successfully.*

*One tangible and impressive example of this partnership at work is seen in the very successful formation and ongoing work of the Services Acquisition Center and Management Services Center Industry Government Council. The summary of that Council's creation and efforts to date, along with the ambitious agenda it has established for 2003, are highlighted in the paragraphs that follow.*

Ed Naro  
Industry Chair, SAC/MS Center Industry Government Council  
Vice President, GSA and IDIQ Programs  
Northrop Grumman Corporation  
Information Technology Headquarters

## A Brief History

To keep pace with the dynamic and continually evolving Federal procurement system, the GSA's Services Acquisition Center established an Industry Government Council in calendar year 2001. The Council facilitates an open exchange of the varying viewpoints from industry, customers and GSA, with regard to issues and initiatives important to the Services Acquisition and Management Services Centers and the GSA Schedules Program. This communication has, from the beginning of the Industry Council, helped create a greater understanding of issues that required clarification, spotlighted training needs, and focused attention on opportunities for further enhancement of the Schedules Program, all while enhancing an environment conducive to a true Government-Industry Partnership.

## Industry Government Council Mission

The mission of the Council is to stimulate, advise and make recommendations to improve the continuing evolution, development and implementation of GSA's Services Acquisition and Management Services Centers' schedule programs and GSA/intergovernmental-industry partnerships. The Council applies knowledge and technology to provide commercial solutions to global customers while reducing the costs to government and industry.

A core objective of the Council is creating a message and brand identity for GSA schedules that will be used and communicated throughout Federal procurement system. Specific areas of focus include education, research and development, marketing and communication, and best practices.

## Centers Unite in 2002

The GSA's Services Acquisition and Management Services Centers combine their industry government partnership discourse.

Realizing that most GSA Schedule Program issues that the Services Acquisition Center's (SAC) Industry Government Council (IGC) addressed in 2001 and early 2002 crosscut the same issues identified by GSA's Management Services Center (MSC), the two Centers decided to combine their government/industry partnership "forums" into the Industry Government Council established by the SAC in 2001. The Council is now officially titled the SAC/MS Center Industry Government Council.

## SAC/MS Center IGC- Moving Forward

The two centers, organizational entities within the GSA's Federal Supply Service, establish multiple award schedule contracts for professional services. GSA Schedule contracts included among those services and represented by the IGC are:

- Professional Engineering Services
- Financial and Business Solutions
- Marketing, Media and Public Information Services
- Management, Organizational and Business Improvement Services
- Language Services
- Logistics Worldwide Services
- Energy Management
- Environmental Services.

## Accomplishments in 2002

After review and discussion of the research and analysis performed by the Council's Mentor Protégé Program ad hoc committee, the Council submitted a "white paper" report outlining major options, key considerations and recommendations that GSA may consider should they choose to implement a Mentor Protégé program for their services schedule contractors, as suggested.

The Council also forwarded for consideration a White Paper entitled "Discussion on the Inclusion of Other Direct Costs With Federal Supply Service (FSS) Services Schedule Orders". In grappling with a

long-standing and tough issue, the ad hoc "ODC Committee" conducted a considerable amount of research and data collection from other members in Industry, officials in GSA, and end user customers. The report was reviewed and concurred in by the entire SAC Industry Government Council during the August 1, 2002 meeting.

The IGC was instrumental in the planning and implementation of the first annual Professional Services Expo (PSX) in February 2002, with many Council members participating as speakers, panelists and exhibitors. The Council will continue its commitment to provide feedback on enhancing the event's value to government and industry alike.

Continuing its support for GSA E-Commerce initiatives, the Council received training on and evaluated the "new" second generation GSA e-Buy System introduced in 2002. At each Council meeting, the progress of the system's introduction as well as both industry and government usage was discussed. Improvement suggestions were offered to GSA e-Buy representatives in attendance and many of these have been incorporated or are contemplated.

A big issue affecting the GSA Schedules Program was Section 803 of the 2002 Defense Authorization Act for all DOD contracting. The various elements of this Section and the implementation impacts to both government and industry were discussed in detail at several Council meetings to further prepare GSA and industry officials to develop consistent and practical guidance for schedule users to facilitate their compliance with Section 803.

Additional Council time and energy was focused on the GSA Schedule contract option renewal process and the Council provided comment on an option renewal letter that the SAC will transmit to its schedule contractors early in the option renewal process.

